

Chat Participants: Kunnal Vij [REDACTED], Meredith Thieme
[REDACTED], Meredith Thieme

Chat Start Date: 04/03/23, 00:03:04 AM GMT

Chat End Date: 04/03/23, 22:14:48 PM GMT

Service(s): iMessage

April 03, 2023

Meredith Thieme

Can I ask you a clarifying Q on cost of
payments?

Sent: 04/03/23, 00:03:04 AM GMT

Service: iMessage



Give me 5

Sent: 04/03/23, 00:06:40 AM GMT
Service: iMessage

Meredith Thieme

No problem can also be tomorrow morning

Sent: 04/03/23, 00:07:27 AM GMT
Service: iMessage

Meredith Thieme

Nevermind I answered my own question haha

Sent: 04/03/23, 00:13:33 AM GMT
Service: iMessage

Hahaha i read this now

Sent: 04/03/23, 00:39:29 AM GMT
Service: iMessage

Meredith Thieme

Laughed at “Hahaha i read this now”

Sent: 04/03/23, 00:40:47 AM GMT
Service: iMessage

Kunnal Vij

Well seems Alex didn't get the memo
that Meredith was presenting 😂

Sent: 04/03/23, 17:17:43 PM GMT
Service: iMessage

Meredith Thieme

Laughed at “Well seems Alex didn't
get the memo that Meredith ...”

Sent: 04/03/23, 17:18:22 PM GMT
Service: iMessage

I am sorry about that..

Sent: 04/03/23, 17:20:24 PM GMT
Service: iMessage

Meredith Thieme

all good!

Sent: 04/03/23, 17:20:35 PM GMT
Service: iMessage

Kunnal Vij

Me and Nate were aligned, a miss on
our side to not have talked to Alex..

Sent: 04/03/23, 17:21:02 PM GMT
Service: iMessage

May be he is using this as a proxy to
test the flow before tim 

Sent: 04/03/23, 17:21:31 PM GMT
Service: iMessage

Meredith Thieme

Loved "Me and Nate were aligned, a
miss on our side to no..."

Sent: 04/03/23, 17:30:51 PM GMT
Service: iMessage

Meredith Thieme

i have an idea of how to add phil's
suggestions but let me know if you
want to quickly chat through

Sent: 04/03/23, 17:32:21 PM GMT
Service: iMessage

Shared the Uk numbers with Tejas?

Sent: 04/03/23, 18:52:02 PM GMT
Service: iMessage

Meredith Thieme

yep

Sent: 04/03/23, 18:57:57 PM GMT
Service: iMessage

Kunnal Vij

Thanks 

Sent: 04/03/23, 18:58:19 PM GMT
Service: iMessage

Meredith Thieme

Liked “Thanks ”

Sent: 04/03/23, 19:00:39 PM GMT
Service: iMessage

Meredith Thieme

Hmm we're still seeing no shift to alt
pay with \$0 threshold...

Sent: 04/03/23, 20:55:03 PM GMT
Service: iMessage

Wow

Sent: 04/03/23, 20:57:57 PM GMT
Service: iMessage

Kunnal Vij

That's surprising

Sent: 04/03/23, 20:58:00 PM GMT
Service: iMessage

Kunnal Vij

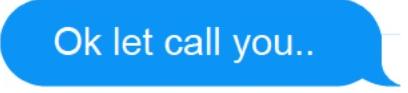
Are u done with Nate review?

Sent: 04/03/23, 20:58:18 PM GMT
Service: iMessage

Meredith Thieme

Just wrapped yeah

Sent: 04/03/23, 20:58:28 PM GMT
Service: iMessage



Ok let call you..

Sent: 04/03/23, 20:58:44 PM GMT
Service: iMessage

Meredith Thieme



<<Attachment file name: IMG_5907.jpeg >>



<<Attachment file name: IMG_8758.jpeg >>

Sent: 04/03/23, 21:42:02 PM GMT

Service: iMessage

Meredith Thieme



<<Attachment file name: IMG_0270.jpeg >>

Sent: 04/03/23, 22:05:14 PM GMT

Service: iMessage

Looks perfect

Sent: 04/03/23, 22:09:06 PM GMT
Service: iMessage

Meredith Thieme

great. i'll do the same for the global slide and then i can text in our thread with alex?

Sent: 04/03/23, 22:09:43 PM GMT
Service: iMessage

Kunnal Vij

Loved “great. i'll do the same for the global slide and t...”

Sent: 04/03/23, 22:14:48 PM GMT

Alternative payments with commission

Revenue Impact

Alternative Payments Billings Mix (Customer Adoption)						
Commission Discount	30%	40%	50%	60%	70%	% US Rev \$Commissions to be collected (risk)
No Exclusivity <i>Alt Payment allowed alongside Apple IAP</i>	2.5%		Might not be economically viable for developer to shift considering potential billings loss risk			
	5%					
	7.5%					
Exclusivity <i>Alt Payment not allowed alongside Apple IAP</i>	2.5% - 7.5%		Might not be economically viable for developer to shift considering potential billings loss risk			

These numbers are for illustrative purposes only, to aid discussion.

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Alternative payments with commission

Revenue Impact

		Alternative Payments Billings Mix (Customer Adoption)						
		Commission Discount	30%	40%	50%	60%	70%	% US Rev
No Exclusivity <i>Alt Payment allowed alongside Apple IAP</i>	2.5%				Might not be economically viable for developer to shift considering potential billings loss risk			% Rev with collections risk
	5%							
	7.5%							
Exclusivity <i>Alt Payment not allowed alongside Apple IAP</i>	2.5% - 7.5%				Might not be economically viable for developer to shift considering potential billings loss risk			

These numbers are for illustrative purposes only, to aid discussion.

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Alternative payments with commission (Global)

Revenue Impact

Alternative Payments Billings Mix (Customer Adoption)							% WW Rev % Rev with collections risk
Commission Discount	30%	40%	50%	60%	70%		
No Exclusivity <i>Alt Payment allowed alongside Apple IAP</i>	2.5%						
	5%						
	7.5%						
Exclusivity <i>Alt Payment not allowed alongside Apple IAP</i>	2.5% - 7.5%						Not Economically viable for developer to shift considering potential billings loss risk

These numbers are for illustrative purposes only, to aid discussion.

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